



May 19, 2025

Consideration to Award Annual Contracts for Water Treatment Chemicals

Justin Brazil, Director of Water Quality

Request for Quote (RFQ)

- Issued on April 3, 2025
- 1-year contract
- Chemicals used in the operation of the Robert A. Perdue Water Treatment Plant, Richard A. Reynolds Groundwater Desalination Facility, National City Wells, and the OD Arnold Tank Site and Bonita Valley Reservoir (BVR) Residual Control Systems (RCS)



Outreach

- Direct outreach to 37 chemical suppliers
- Advertised on planetbids.com



Bid Results

- April 24, 2025: Bid opening
- 61 quotes received from 19 vendors

Bid Tabulation Buyer: Karm Galeana Proj Mor: Justin Brazil RFQ No: RFQ 52025-06 Water Treatment Chemicals Bid Due: April 24, 2025, by 2:00 P.M.				Argo Chemical, Inc.	Brentpac Pacific, Inc.	Chemtite, Inc.	DuBois Chemicals, Inc.	Evogua Water Technologies LLC	HASA, Inc.	Hill Brothers Chemical Company	Industrial Solution Services, Inc.	International Dioxide, Inc.	JCI Jones Chemicals, Inc.	Karbonous, Inc.	Kemira Water Solutions, Inc.	Naico Company LLC	Olin Corporation	Penco, Inc.	Pacific Star Chemical, LLC	Polydyne, Inc.	United Mineral & Chemical Corp.	Univar Solutions USA, Inc.
Bid Item No.	Chemical	Delivery Location	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price		Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
1	Cationic Polymer 20%	PWTP	Pounds	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 0.8100	No Bid	No Bid	No Bid	\$ 0.6300	No Bid	No Bid
2	Ammonium Sulfate	NW	Pounds	No Bid	\$ 1.4650	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1.1800
3	Chlorine (1 Ton Containers)	PWTP	Tons	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1,867,000.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
4	Ferric Chloride 33% (Typical)	PWTP	Dry Tons	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1,435,000.00	No Bid	No Bid	No Bid	\$ 1,500,000.00	No Bid	No Bid	No Bid	No Bid
5A	Sodium Hypochlorite 12.5%	ROF	Gallons	No Bid	\$ 2,570.00	No Bid	No Bid	\$ 3,380.00	No Bid	No Bid	No Bid	No Bid	\$ 1,900.00	No Bid	No Bid	\$ 2,354.00	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 2,440.00
5B	Sodium Hypochlorite 12.5%	NW	Gallons	No Bid	\$ 2,570.00	No Bid	No Bid	\$ 3,380.00	No Bid	No Bid	No Bid	No Bid	\$ 2,100.00	No Bid	No Bid	No Bid	\$ 2,764.00	No Bid	No Bid	No Bid	No Bid	\$ 2,370.00
5C	Sodium Hypochlorite 12.5%	RCS-1	Gallons	No Bid	\$ 4,250.00	No Bid	No Bid	\$ 3,380.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
5D	Sodium Hypochlorite 12.5%	RCS-2	Gallons	No Bid	\$ 4,250.00	No Bid	No Bid	\$ 3,380.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
6	Aqua Ammonia 19.0%	PWTP	Gallons	\$ 1,295.00	No Bid	No Bid	No Bid	No Bid	\$ 1,280.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
7	Liquid Ammonium Sulfate 40%	ROF	Gallons	No Bid	\$ 1,884.00	No Bid	No Bid	No Bid	\$ 1,590.00	\$ 1,590.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 4,450.00
8A	Sodium Hydroxide	PWTP	Dry Tons	No Bid	\$ 850,000.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 309,000.00	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 840,000.00	No Bid	No Bid	\$ 808,250.00
8B	Sodium Hydroxide	ROF	Dry Tons	No Bid	\$ 958,000.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1,065,000.00	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 920,000.00	No Bid	No Bid	\$ 950,160.00
9	Ferrous Chloride	PWTP	Dry Tons	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1,535,000.00	No Bid	No Bid	No Bid	\$ 1,600,000.00	No Bid	No Bid	No Bid	No Bid
10	Activated Carbon Powder	PWTP	Pounds	No Bid	No Bid	\$ 1,680.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1,550.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1,900.00	No Bid
11	Aluminum Sulfate 45-55%	ROF	Pounds	No Bid	\$ 0.6625	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 0.5600
12	Sodium Chloride 31%	PWTP	Pounds	No Bid	\$ 1,350.00	No Bid	No Bid	\$ 0.8870	No Bid	No Bid	No Bid	\$ 0.9070	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
13A	Fluorosilicic Acid (23-25%)	PWTP	Pounds	No Bid	\$ 0.2950	No Bid	\$ 0.2835	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
13B	Fluorosilicic Acid (23-25%)	ROF	Pounds	No Bid	\$ 0.3450	No Bid	\$ 0.3465	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
14	Sodium Fluoride (90-95%)	NW	Pounds	No Bid	\$ 2,350.00	\$ 1,930.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 2,260.00
15A	Citric Acid (Granular)	ROF	Pounds	No Bid	\$ 2,050.00	\$ 1,590.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1,290.00
15B	Citric Acid (Granular)	PWTP	Pounds	No Bid	\$ 2,050.00	\$ 1,590.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 1,290.00
16	Copper Sulfate (Granular)	PWTP	Pounds	No Bid	\$ 4,580.00	\$ 3,470.00	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$ 3,000.00



Recommended Award Summary

Vendor	Location	Chemical	Cost
Brenntag Pacific, Inc.	Santa Fe Springs, CA	Fluorosilicic Acid (23-25%)	\$36,500
Chemrite, Inc.	Buford, GA	Sodium Fluoride (90 – 98%)	\$12,000
DuBois Chemicals, Inc.	Nampa, ID	Fluorosilicic Acid (23-25%)	\$29,500
Evoqua Water Technologies, LLC.	Sarasota, FL	Sodium Chlorite 31%	\$299,300
HASA, Inc.	Spring Valley, CA	*Sodium Hypochlorite 12.5%	\$25,000
Hill Brothers Chemical Company	Brea, CA	Aqua Ammonia 19%	\$31,100
Industrial Solution Services, Inc.	Upland, CA	Liquid Ammonium Sulfate (LAS)	\$33,700
JCI Chemicals, Inc.	Torrance, CA	Sodium Hypochlorite 12.5%	\$228,700
		Ton Cylinders of Chlorine	\$185,500
Karbonous, Inc.	City of Industry, CA	Activated Carbon Powder	\$10,500
Kemira Water Solutions, Inc.	Lawrence, KA	Ferric Chloride 43%	\$160,100
		Ferrous Chloride 33%	\$196,700
Polydyne Inc.	Riceboro, GA	Cationic Polymer	\$390,900
Univar Solutions USA LLC.	Kent, WA	Ammonium Sulfate	\$22,700
		Citric Acid (Granular)	\$6,400
		Sodium Hydroxide 50%	\$253,900
		Copper Sulfate (Granular)	\$6,600
		Aluminum Sulfate 45-55%	\$3,700
Total Estimated Award			\$1,932,800



Chemical Supply and Cost

- Overall, unit costs have decreased
 - Supply for chemicals has improved, raw material and transportation costs have mostly stabilized, tariffs are a concern of most vendors
- The chemical market appears more stable than a year ago
 - The cost of many chemicals has decreased when compared to FY 2024-25



Chemical Supply and Cost

Chemical	Facility	Unit of Measurement	FY 2024-25 Unit Price	FY 2025-26 Unit Price	% Change	% FY 2025-26 Chemical Budget
Cationic Polymer	Perdue	Pound	0.750	0.630	-16	20.2
Ammonium Sulfate	National City	Pound	0.897	1.180	32	1.2
Ton Cylinders of Chlorine	Perdue	Ton	2175	1897	-13	9.6
Ferric Chloride 43%	Perdue	Dry Ton	1178	1495	27	8.3
Sodium Hypochlorite 12.5%	Desal	Gallon	1.930	1.900	-2	9.0
Sodium Hypochlorite 12.5%	National City	Gallon	2.170	2.100	-3	2.8
Sodium Hypochlorite 12.5%	RCS-1	Gallon	3.220	3.380	5	0.6
Sodium Hypochlorite 12.5%*	RCS-2	Gallon	3.220	3.380	5	0.6
Aqua Ammonia 19.0%	Perdue	Gallon	1.149	1.280	11	1.6
Liquid Ammonium Sulfate 40%	Desal	Gallon	1.995	1.690	-15	1.7
Sodium Hydroxide 50 %	Perdue	Dry Ton	685.00	823.25	20	9.5
Sodium Hydroxide 50 %	Desal	Dry Ton	803.00	965.16	20	3.7
Ferrous Chloride 33%	Perdue	Dry Ton	1600	1595	0	10.2
Activated Carbon Powder	Perdue	Pound	1.550	1.550	0	0.5
Aluminum Sulfate	Desal	Pound	0.650	0.560	-14	0.2
Sodium Chlorite 31%	Perdue	Pound	0.930	0.887	-5	15.5
Fluorosilicic Acid 23-25%	Perdue	Pound	0.3050	0.2935	-4	1.5
Fluorosilicic Acid 23-25%	Desal	Pound	0.3450	0.3450	0	1.9
Sodium Fluoride 90-98%	National City	Pound	1.870	1.930	3	0.6
Citric Acid	Desal	Pound	1.560	1.290	-17	0.2
Citric Acid	Perdue	Pound	1.560	1.290	-17	0.2
Copper Sulfate	Perdue	Pound	2.540	3.000	18	0.3
Total						100



Fiscal Impact

The cost of the combined contracts is estimated to be \$1,932,800; funding to be included in the FY 2025-26 Budget.



Options

1. Award contracts to the lowest responsive bidders for water treatment chemicals as follows:
 - \$36,500 to Brenntag Pacific, Inc., Santa Fe Springs, CA for Fluorosilicic Acid 23 – 25%
 - \$12,000 to Chemrite, Inc., Buford, GA for Sodium Fluoride 90 – 98%
 - \$29,500 to DuBois Chemicals, Inc. for Fluorosilicic Acid 23 – 25%
 - \$299,300 to Evoqua Water Technologies, LLC., Sarasota, FL for Sodium Chlorite 31%
 - \$25,000 to HASA, Inc., Spring Valley, CA for Sodium Hypochlorite 12.5%
 - \$31,100 to Hill Brothers Chemical Company, Brea, CA for Aqueous Ammonia 19%
 - \$33,700 to Industrial Solutions Services, Inc, Upland, CA for Liquid Ammonium Sulfate 40%
 - \$414,200 to JCI Jones Chemical, Inc., Torrance, CA (\$228,700 for Sodium Hypochlorite 12.5% and \$185,500 for Ton Chlorine Cylinders)
 - \$10,500 to Karbonous, Inc., City of Industry, CA for Activated Carbon Powder
 - \$356,800 to Kemira Water Solutions, Inc., Lawrence KA (\$160,100 for Ferric Chloride 43% and \$196,700 for Ferrous Chloride 33%)
 - \$390,900 to Polydyne Inc., Riceboro, GA for Cationic Polymer
 - \$293,300 to Univar Solutions USA LLC. Kent WA (\$22,700 for Ammonium Sulfate, \$6,400 for Citric Acid, \$253,900 for Sodium Hydroxide 50%, \$6,600 for Copper Sulfate, and \$3,700 for Aluminum Sulfate)

and direct the General Manager to execute contracts and approve cost increases for any awarded water treatment chemical that may occur in the future that is within the General Manager's approval limit.

2. Other direction as determined by the Governing Board.



Recommendation

Staff recommends that the Governing Board award contracts to the lowest responsive bidders for water treatment chemicals as follows:

- \$36,500 to Brenntag Pacific, Inc., Santa Fe Springs, CA for Fluorosilicic Acid 23 – 25%
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and direct the General Manager to execute contracts and approve cost increases for any awarded water treatment chemical that may occur in the future that is within the General Manager's approval limit.



Questions?

